

WHAT I DO

I'm part consultant and part coach. I help your camp raise the money it needs to run well today and build for tomorrow, and I help your team grow the relationships that keep that support coming year after year.

OPERATIONAL SUPPORT

Annual fund plans, year-end appeals, and operating grants that keep your programs, staff, and scholarships funded every season.

MICRO-FUNDRAISERS

Short, focused campaigns built around one need and a matching gift. They bring lapsed donors back, welcome new supporters, and create quick wins to celebrate.

CAPITAL CAMPAIGNS

I guide campaigns for new buildings, renovations, and major projects. I help you set the right goal, build a strong case, prepare your leaders, and invite your closest friends to lead the way.

COACHING FOR YOUR TEAM

One-on-one coaching for your director and practical training for your board and staff, so they feel confident asking, thanking, and telling your story.

GRANT OPPORTUNITIES

I find the foundations that fit your camp and write the proposals that help fund your operations and projects.



CONTACT INFO

Rich Swartwood, CFRM

615-289-8048

outoftheboxfunddevelopment.com

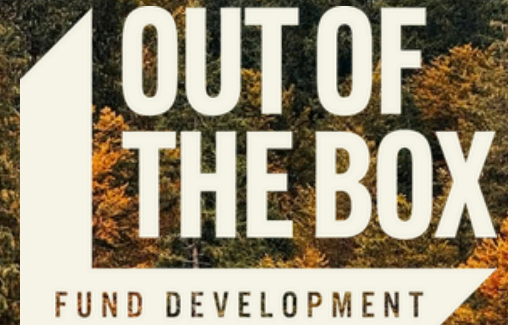
rich@outoftheboxfunddevelopment.com

READY TO GROW YOUR CAMP'S SUPPORT?

Whether you need a plan, a partner, or a push, I'd love to help.



Scan to learn more about my services!



**CREATIVE FRACTIONAL FUNDRAISING
SOLUTIONS FOR CHRISTIAN CAMPS
AND RETREAT CENTERS**

HOW I WORK

TAILORED FUNDRAISING SOLUTIONS

Your plan is built around your ministry culture, budget, staffing, and goals. No one-size-fits-all templates. As your consultant, I shape the strategy. As your coach, I make sure it fits the people who will carry it out.

WORKING THROUGH YOUR TEAM

I provide print and social media pieces, cultivation strategies, and written proposals. You keep the personal relationships, and I coach you through each visit, ask, and thank-you so those relationships grow stronger.

MISSION-CENTERED DONOR ENGAGEMENT

Faith-based fundraising is about stewardship, not sales. I write the stories that connect donors to lives changed at camp, from children discovering God's love to pastors finding rest and renewal, and help your team learn to tell those stories too.

SUSTAINABLE SYSTEMS & STRATEGIC PLANNING

I build annual and multi-year plans for steady operating support and future capital needs, put good stewardship practices in place, and coach your team as fundraising grows each year.



DRIVING FUNDRAISING SUCCESS

Out of the Box Fund Development gives Presbyterian and Christian camps a seasoned consultant and a steady coach in one long-term partner. Together we grow annual giving, find grants that fit your ministry, plan for capital needs, and build lasting relationships with the people who love your camp.

WHY CHOOSE FRACTIONAL FUNDRAISING?

- 1 Consultant and Coach:** I work alongside your team for the long haul, building their skills and your donor relationships year after year so your progress lasts.
- 2 Cost-Effective Expertise:** Experienced guidance, training, and hands-on support at a fraction of full-time staff costs.
- 3 Proven Experience:** CFRM certified with 33+ years in camp ministry leadership and proven fundraising results
- 4 Mission-Focused Results:** Faith-based fundraising that grows steady support for today's operations and tomorrow's capital needs.

ABOUT RICH SWARTWOOD

I've seen what one week at camp can do. Over more than 33 years in outdoor ministry, I've watched children, youth, and adults leave camp changed, closer to God and to each other. I've also seen how faithful donors make those moments possible. I've served as executive director at four camps and director of development at another, leading operations, planning, and major facility projects.

I spent eight years consulting with and coaching Presbyterian camps and conference centers on fund development and board training, walking alongside directors and boards as they grew. I've led sessions at Presbyterian and Methodist national conferences. Along the way, I've helped a ministry grow annual giving from \$127,000 to over \$520,000, built million-dollar capital campaigns, and secured major grants.

My approach is simple: match your ministry's heart with your donors' generosity through sound strategy, honest relationships, and lasting partnership.

William Black Lodge needed someone willing to approach fundraising for our unique situation, rather than another cookie-cutter system. Rich and Out of the Box were just what we needed to help us design, develop, and implement a fundraising program tailored for WBL!

Tommy Brown, Executive Director
William Black Lodge